



# Sequoia

## Branch Program Industry Leading Client Savings

### Facility Cancer Center Oncology Claims Negotiation



According to a Community Oncology Alliance (COA) [report](#) published September 14, 2021, 340B hospitals are not reducing prices they charge insurers or patients for cancer therapies when their acquisition prices decline, negating efforts to reduce prices at the manufacturer level. The “spread” between the discounted 340B purchase price and the price charged to insurers or patients in 340B hospitals is 3.8 times the median.

*Branch Specialty financial and clinical resources are needed to assess and manage high cost oncology treatments.*

### Branch Clinical & Financial Strategic Pharmaceutical Assessment & Payment Resolution

57 y/o male diagnosed with metastatic lung cancer. Immunotherapy Infusions scheduled throughout a 12 month period at an outpatient cancer treatment facility. Although the dosing was determined to be safe and effective, the charges were found to be excessive and the contract rate was not optimal. The Branch team secured a case specific reimbursement rate that was more reasonable given the facility’s markup.

#### Financial Summary

	Per Infusion	Annual Total	% Billed Charges
Billed Charges	\$118,772	\$1,425,264	
Less Contractual Discount	\$24,947	\$299,305	
Contract Payable Charges	\$93,830	\$1,125,959	79%
Branch Specific Negotiated Payment	\$63,217	\$758,604	53%
<b>Branch Savings</b>	<b>\$30,613</b>	<b>\$367,355</b>	<b>26%</b>

Contact Sequoia Branch to learn more — Tel: 732-SEQ-UOIA or [info@SequoiaRIS.com](mailto:info@SequoiaRIS.com) or [www.SequoiaRIS.com](http://www.SequoiaRIS.com)